

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

Welcome

Landing Gear Collaborative Supply Chain Integration
(LG-CSCI)

Pre-Solicitation Conference

Presented by: EHCC, 417 SCMS, & DLA Aviation

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Pre-Solicitation Conference Agenda

Tuesday, April 25th -- Day 1: General Session / One-on-One Sessions

8:15 a.m. – 9:00 a.m. MST – Arrival/Sign in

9:00 a.m. – 12:00 a.m. MST – Open Session

12:00 a.m. – 1:00 p.m. – Lunch

**1:00 p.m. – 4:30 p.m. One-on-One sessions: 1 hour Session times
assigned to pre-registered Small Businesses**

Thursday, April 26th -- Day 2: One-on-One Sessions

8:00 a.m. – 4:30 p.m. MST



Essentials

Bathrooms

Wi-Fi - Username: apr17

Password: 61631

Refreshments



Points of Contact

- Contracting Officer: William Brown (DLA Aviation)
(385) 519-8039
William.Brown@dla.mil
- Program Manager: Trevor Russell (EHCC)
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Overview

- Opening Statements
- Disclaimers
- Intent
- Ground Rules
- Bid-Set Packages
- LG-CSCI Concept
- Technical
- Past Performance
- Price
- Post Award Items of Interest
- Final Questions



Opening Statements

- Col. Paul Smith - 748 SCMG Commander
- Ron Montgomery – 417 SCMS Chief Engineer, Landing Gear Systems
- Justen Bonham - 429 SCMS EHCC Director





Disclaimers

- No agreements, promises, commitments or compensation are made or implied by the Government or Contractors
- Questions will be answered to the best of the team's knowledge based on current information.
- Bid-set data is as complete as possible for the solicitation.
- Copies of slides and all Q&As will be made available via FedBizOpps posting following the conference
 - All posted Q&As will be non-attributable
 - No proprietary information
- No information provided will be contractually binding and will be for planning purposes only



Intent

- Provide an opportunity for potential offerors to engage in a face to face discussion about the evaluation criteria
- Review the Evaluation Factors as identified in sections L&M
- Provide clarification and about the evaluation process and answer questions, to facilitate high quality proposals



Ground Rules

- This Conference is NOT:
 - A strategy debate
 - A debate of evaluation criteria
 - A forum for discussion of any other acquisition efforts



Bid-set Packages

- Bid-sets provided on 2 DVDs
- Contain bid-sets for all applicable priced NSNs
- Agreements must be signed before release
- Bid-sets are for proposal purposes only, follow instructions in section L&M



LG-CSCI Concept

- Single Integrator Approach
- Focus on improving the current supply chain
 - Contractor to contractor mentorship
 - Sub-tier supplier interaction
 - On-time payments
 - Early intervention with suppliers
 - Proactive approach to sourcing
 - Forgings
 - Long lead items
- Incentives for PLT Reductions
- Disincentives for late deliveries



LG-CSCI Concept

- Daily interaction between Contractor PM and Government PM
 - Collaborative forecasting
 - Technical questions
 - Data package reviews
- Streamline Government processes
 - Prime contractor as the approved source
 - Removed 339 process
 - Single DLA product specialist
 - Co-located management team (DLA, AF, And Contractor)
 - Allowing 3rd party First Article Testing
 - Providing access to PRPS and JEDMICS



Factor One: Technical

- Sub-factor One, Engineering
 - Offerors must demonstrate that they have the technical expertise to succeed; Engineering, Quality, Machining
- Sub-factor Two, Program Management
 - Offerors must demonstrate that they have a realistic and supportable plan for supply chain and subcontractor management
- Sub-factor Three, Order Fulfillment
 - Offerors must demonstrate expertise in the order fulfillment process, from beginning to end
- Sub-factor Four, PLT Valued Requirement
 - Offerors must demonstrate how their proposed PLTs can realistically be met



Factor Two: Past Performance

- Recency – Performance no older than 5 years
- Relevancy – Similar in complexity and scope
- Offerors will be given a confidence rating utilizing:
 - Information contractor provides with proposal
 - Information the Government retrieves from customers
- Past performance will be collected on all team members, as defined in section M



Factor Three: Price

- 10 Year BEQ provided for each NIIN
- Total Proposed Price (TPP) based on offerors rates and Government notional numbers
- PLT Adjustments based on proposed PLTs and the offerors Risk Rating for the PLT sub-factor
- Total Evaluated Price (TEP) comprised of the TPP and any adjustments based on proposed PLT
- Technical and Past Performance, when combined, are weighted heavier than price
- Quantity Range Pricing ?



Post Award Items of Interest

- On-Time Delivery Disincentives
- PLT Adjustments
- Forgings EPA
- Progress Payments (Forgings)
- First Articles
- Source Approval
- Contractor PM (on-site hours)

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Final Questions

